

Message Text

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ORIGIN PM-05

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DRAFTED BY PM/SAS:SGEIS:RF
APPROVED BY PM/SAS - ASKOCHANNEK
EUR/NE - MR. WOOFLEY
DOD/DSAA - MR. LANG
-----014097 301720Z /53

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FM SECSTATE WASHDC
TO AMEMBASSY LONDON
INFO DOD/DSAA WASHDC

C O N F I D E N T I A L STATE 136162

E.O. 11652: GDS

TAGS: MASS

SUBJECT:US PARTICIPATION IN FARNBOROUGH AIR SHOW

1. AS PART OF THE PRESIDENT'S POLICY OF RESTRICTING CONVENTIONAL ARMS TRANSFERS, THE SECRETARY OF DEFENSE PREPARED A REPORT ON GOVERNMENT PROCEDURES WHICH MAY PROVIDE INCENTIVES FOR FOREIGN SALES. FOLLOWING HIGH LEVEL REVIEW OF THE REPORT, STATE AND DEFENSE WERE INSTRUCTED TO IMPLEMENT THE FOLLOWING POLICY: "EXERCISE TIGHT CONTROL OVER BAILMENT (LOAN) OF USG-OWNED MILITARY EQUIPMENT TO US DEFENSE CONTRACTORS FOR SALES PROMOTION PURPOSE; AND CLOSELY REVIEW REQUESTS FOR USG SUPPORT FOR MUNITIONS LIST ITEMS IN INTERNATIONAL SHOWS, SUPPORTING ONLY THOSE IN THE NATIONAL INTEREST."

2. DEPARTMENT AND DOD ARE CONSIDERING WHETHER USG SHOULD SUPPORT OR ASSIST IN DISPLAY OF MILITARY HARDWARE BY US
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SUPPLIERS AT FARNBOROUGH AIR SHOW (SEPT. 3-10) THROUGH LEASE OF GOVERNMENT OWNED EQUIPMENT AND PARTICIPATION OF SENIOR MILITARY PERSONNEL IN LIGHT OF OUR POLICY AS OUTLINED IN PARA 1 ABOVE.

3. WE HAVE REFUSED USE OF USG-OWNED EQUIPMENT FOR SALES

PROMOTIONS PURPOSES AT OTHER INTERNATIONAL MILITARY EXHIBITIONS, AND DEPARTMENT IS INCLINED TO RECOMMEND AGAINST SUCH USE OF USG DEFENSE EQUIPMENT FOR FARNBOROUGH AIR SHOW. HOWEVER, BEFORE MAKING A FINAL DECISION, WE WOULD APPRECIATE EMBASSY VIEWS AND AN ASSESSMENT OF BRITISH REACTION IF WE SHOULD DECIDE NOT TO PARTICIPATE AT FARNBOROUGH OR TO PARTICIPATE AT A REDUCED SCALE. VANCE

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Message Attributes

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Concepts: AIR SHOWS, BRIEFING MATERIALS, MILITARY SALES, PROGRAMS (PROJECTS)
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Draft Date: 30 may 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
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ISecure: 1
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